

Curriculum and Skills Mapping

Subject : Business

Key Stage: 4

Year: 10

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autum Term 1 st Half	Understanding Business Activity	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Needs, Wants & Opportunity • Cost • Specialisation • Primary, Secondary & Tertiary activities • Adding Value • Private & Public Sector • Entrepreneurs • Business plans • Government support • Business size 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • Business growth • Business failure <p>Business structures</p> <ul style="list-style-type: none"> • Business objectives • Stakeholders 			
Autum Term 2 nd Half	People in Business	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Maslow, Taylor & Herzberg • Financial motivation • Non-Financial motivation • Span of Control, Hierarchy & Chain of Command • Functions of Management • Delegation • Autocratic, Democratic & 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>Laissez-faire leadership</p> <ul style="list-style-type: none"> • Trade Unions • Recruitment & Selection • Training • Full time & part time workers • Dismissal & Redundancy • Communication • Legal Controls on Worker. 			
Spring Term 1 st Half	Marketing	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Niche & Mass Marketing • Market Segmentation • Primary & Secondary Market Research • Product Life Cycle 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • The role of Packaging • Pricing strategies • Elastic & inelastic demand • Channels of distribution • Promotion • E-commerce • Legal Controls on Marketing. • Entering New Markets Abroad 			
Spring Term 2 nd Half	Operations Management	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Productivity • Job, Batch & Flow Production • Technology in Production • Lean Production, 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>Kaizen & Just in Time.</p> <ul style="list-style-type: none"> • Average Cost, Fixed Costs, Variable Costs & Total Cost • Economies & Diseconomies of Scale • Breakeven • Quality Control and Quality Assurance • Business location 			
Summer Term 1 st Half	Revision of Topics for Mock examination	To revise all concepts covered and fill gaps in knowledge and understanding.	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

<p>Summer Term 2nd Half</p>	<p>Mock exam & project work to apply learnt concepts</p>	<p>Development of examination technique. To relate learnt concepts to real world examples of businesses.</p>	<p>Past Examination Questions</p>	<p>Knowledge Application Analysis Evaluation</p>	<p>Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience</p>
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Curriculum and Skills Mapping Template

Subject : Business Key Stage: 4 Year: 11

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autum Term 1 st Half	Financial information and decisions	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Sources of finance • Profit & Profitability • Net Cashflow • Working Capital • Non-current and current Assets • Liquidity • Users of company accounts 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

Autum Term 2 nd Half	External influences on business activity	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Government Economic Objectives • The Business Cycle • Changes in Taxation and Government Spending • Interest Rates • Externalities • Ethical issues • Pressure groups • Globalisation • Tariffs & Quotas • Multinational Companies • Appreciation & 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		Decrepiation of a currency			
Spring Term 1 st Half	IGCSE Business revision	To revise all IGCSE Business concepts and key words	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience
Spring Term 2 nd Half	IGCSE Business examination technique	To develop IGCSE Business examination technique	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience

Summer Term 1 st Half	Business examinations	Business examinations	Actual examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience
Summer Term 2 nd Half	Study Leave	Study Leave	N/A	N/A	N/A

Curriculum and Skills Mapping Template

Subject : Business Key Stage: 5 Year: 12

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autum Term 1 st Half Teacher 1	Enterprise Business plans	To know and understand the following concepts: <ul style="list-style-type: none"> • SMEs • Needs and wants • Business opportunities • Role of an entrepreneur • Financial motives of entrepreneurs • Non-financial motives of entrepreneurs • Characteristics of entrepreneurs 	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience

		<ul style="list-style-type: none"> • Primary, secondary and tertiary sectors • Stakeholders • Purpose and components of a business plans • Sources of information and guidance available to entrepreneurs 			
Autum Term 1 st Half Teacher 2	Marketing	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Purpose of marketing • Market orientated / product orientated / asset-led marketing • Marketing mix • Product / product portfolio / brand / unique selling point 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		(USP) / differentiation <ul style="list-style-type: none"> • Product life cycle • Extension strategies • Boston Matrix • Penetration pricing / skimming / competitive pricing / psychological pricing / contribution pricing. • Above the line and below the line promotion • Distribution channels • Multi-channel distribution • Global marketing and global brands • Digital media / social media / e-tailing / m-commerce 			
Autum Term 2 nd Half	Markets		Past Examination Questions	Knowledge	Remembering

Teacher 1	Market research	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Local/ global / mass / niche / trade / consumer / product / service / seasonal markets • Competition • Market size • Market share • Market growth • Market segmentation • Perfectly competitive markets • Monopolistic markets • Oligopoly markets • Monopoly markets • Consumer protection 		<p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<ul style="list-style-type: none"> • Demand / supply / equilibrium • Price elasticity of demand • Income elasticity of demand • Primary and secondary market research • Qualitative and quantitative data • Random and quota samples • Bias 			
Autum Term 2 nd Half Teacher 2	Finance	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Budgets • Internal sources of finance • External sources of finance • Cash flow 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p>

		<ul style="list-style-type: none"> • Income statements • Gross profit margin • Net profit margin 			Resilience
Spring Term 1 st Half Teacher 1	Business structure Business location	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Private and public sector • Sole traders • Partnerships • Private limited companies • Public limited companies • Unlimited and limited liability • Not-for-profit organisations • Social enterprises • Charities • Co-operatives and societies 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • Business location 			
Spring Term 1 st Half Teacher 2	People in organisations (human resources)	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Functions of the Human Resources Department • Flexible hours / home working / part time / temporary / job sharing / multi-skilling / zero hours contracts / hot desking • Workforce planning • Internal and external recruitment • Job analysis / job description / person specification • Interviews / work trials / testing / 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>selection exercises / telephone interviews</p> <ul style="list-style-type: none">• Induction / on the job / off the job / apprenticeships• Superior assessment / peer assessment / self-assessment / 360 degree feedback• Labour productivity• Absenteeism• Labour turnover• Organisational design• Authority / responsibility / chain of command / span of control / delegation / hierarchy / centralisation / decentralisation / empowerment / delayering			
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		<ul style="list-style-type: none">• Tall, flat and matrix organisational structures• Empowerment• Delaying• Motivation• Taylor / Mayo / Maslow / Herzberg / expectancy theories (Vroom / Porter & Lawer).• Piece rate / commission / bonus / salary / profit sharing / share ownership / performance related pay.• Consultation / job design / job enlargement / job rotation / job enrichment / empowerment / team working / flexible working			
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		<ul style="list-style-type: none">• The functions and roles of management• Management by objectives (MBO)• McGregor's theory X and theory Y.• Leadership styles – autocratic / democratic / paternalistic / bureaucratic / laissez-faire.• Fiedler / Wright and Taylor.• The duties and rights of employers and employees – contract of employment / health and safety / minimum wage / dismissal• Equal opportunities• Trade unions & collective bargaining			
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		<ul style="list-style-type: none"> • Trade disputes and industrial action • ACAS (Advisory Conciliation Arbitration Service) 			
Spring Term 2 nd Half Teacher 1	Business finance Business revenue and costs.	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Sources of finance available to entrepreneurs • Costs - fixed / variable / semi-variable / direct / indirect / overhead / total • Revenue • Profit • Contribution • Breakeven • Margin of safety 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
Spring Term 2 nd Half				Knowledge	Remembering

Teacher 2	Operations management	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Adding value • Job, batch and flow production • Productivity • Capacity utilisation • CAD / CAM / information technology / robots • Lean production • Kaizen / Just in time / cell production / time based management • Quality control and quality assurance • Total quality management (TQM) • Stock control • Innovation and research & development 	Past Examination Questions	<p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<ul style="list-style-type: none"> • Economies of scale • Diseconomies of scale 			
<p>Summer Term 1st Half</p> <p>Teacher 1</p>	Revision of Topics for examination	To revise all concepts covered and fill gaps in knowledge and understanding.	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
<p>Summer Term 1st Half</p> <p>Teacher 2</p>	Revision of Topics for examination	To revise all concepts covered and fill gaps in knowledge and understanding.	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

<p>Summer Term 2nd Half</p> <p>Teacher 1</p>	<p>Project work to apply learnt concepts</p>	<p>To relate learnt concepts to real world examples of businesses.</p>	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
<p>Summer Term 2nd Half</p> <p>Teacher 2</p>	<p>Project work to apply learnt concepts</p>	<p>To relate learnt concepts to real world examples of businesses.</p>	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

Curriculum and Skills Mapping Template

Subject : Economics Key Stage: 5 Year: 12

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autumn Term 1 st Half Teacher 1	Scarcity, choice and opportunity Cost Production possibility frontiers (PPFs) Specialisation, division of labour and exchange	To know and understand the following concepts: <ul style="list-style-type: none"> • Scarcity • Opportunity cost • Economic and free goods • Production possibility frontiers • Specialisation • Productivity • Product markets • The objectives of Economic agents 	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience
Autumn Term 1 st Half	The circular flow of income model		Past Examination Questions	Knowledge	Remembering

Teacher 2	<p>Aggregate demand</p> <p>Aggregate supply</p> <p>AD/AS analysis</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • The circular flow model • The 3 methods for calculating national income • Injections into and withdraws from the circular flow • The multiplier process • The units of aggregate demand • The real balance effect, the trade effect and interest rate effect • The shape of the Keynesian long run aggregate supply curve • How how aggregate 		<p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<p>demand and aggregate supply interact to determine the equilibrium level of output, employment and prices in the long run.</p>			
<p>Autumn Term 2nd Half</p> <p>Teacher 1</p>	<p>Factors influencing demand and supply in product Markets</p> <p>The determination of equilibrium price and output in a freely competitive Market</p> <p>Consumer and producer surplus</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Marginal utility • The main influences on demand • The main influences on supply • Demand & supply analysis • Why the price elasticity of demand changes along a demand curve 	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • Consumer and producer surplus 			
Autumn Term 2 nd Half Teacher 2	<p>Government policy Objectives</p> <p>Fiscal policy</p> <p>Monetary policy</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Macroeconomic policy objectives • Conflicts between macroeconomic objectives • The purpose and structure of the budget • The major areas of government expenditure • The major sources of government revenue • Current and capital expenditure • Direct and indirect taxes • The Laffer curve 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • Public sector debt • The role of the Bank of England • The impact of a change in the Base interest rate upon the real economy and inflation • How changes in the interest rate affect the exchange rate 			
<p>Spring Term 1st Half</p> <p>Teacher 1</p>	<p>Price, income and cross price elasticities of demand, price elasticity of supply</p> <p>Wage Determination</p> <p>Labour market issues</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Price elasticity of demand • Income elasticity of demand • Cross elasticity of demand • Price elasticity of supply • The relationship between price 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>elasticity of demand and total revenue</p> <ul style="list-style-type: none"> • Normal and an inferior goods • Price elasticity of demand and the imposition of a tax • Price elasticity of demand and the imposition of a subsidy • The main influences on demand in a labour market • The main influences on supply in a labour market • Wage differentials • Trade unions • Labour market regulation • The national minimum wage 			
Spring Term 1 st Half	Exchange rates			Knowledge	Remembering

Teacher 2	Supply side policies	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Free-float exchange rates • How interest rates, Quantitative Easing, trade flows, confidence, safe have issues and speculation may affect the value of a currency. • How the demand for a currency is calculated • Exchange rate index's • Managed and dirty floats • The advantages and disadvantages of artificially holding the exchange rate 	Past Examination Questions	<p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<p>above and below the free market equilibrium</p> <ul style="list-style-type: none"> • Supply Side Policies. 			
<p>Spring Term 2nd Half</p> <p>Teacher 1</p>	<p>How resources are allocated in a free market Economy</p> <p>Understanding market failure</p> <p>Why and how governments intervene in Markets</p> <p>The effects of government intervention</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • The role of profit • The functions of prices • The assumptions upon which free markets operate • How changes in product markets affect labour markets • Market failure • Economic efficiency • Public and private goods • Positive & Negative 	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>externalities in production and consumption</p> <ul style="list-style-type: none">• Merit & demerit goods• Monopoly power• Information asymmetries• Information gaps• Absence of property rights• Income inequality• Volatile prices• Governments intervention• Specific & ad valorem taxes• Subsidies• State provision• Regulation• Minimum price• Maximum price• Road pricing• Tradeable pollution permits			
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		<ul style="list-style-type: none"> • Progressive taxes • Government failure 			
Spring Term 2 nd Half Teacher 2	Free trade and Protectionism	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Free Trade • Tariffs • Quotas • Protectionism 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
Summer Term 1 st Half Teacher 1	Revision for examination	Revision for examination	Revision for examination	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p>

					Readiness Resilience
Summer Term 1 st Half Teacher 2	Revision for examination	Revision for examination	Revision for examination	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience
Summer Term 2 nd Half Teacher 1	Economics examination	Economics examination	Economics examination	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness

					Readiness Resilience
Summer Term 2 nd Half Teacher 2	Economics examination	Economics examination	Economics examination	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience

Curriculum and Skills Mapping Template

Subject : Business Key Stage: 5 Year: 13

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autumn Term 1 st Half Teacher 1	Data Analysis Market Analysis Sales forecasting	To know and understand the following concepts: <ul style="list-style-type: none"> • Pie charts, histograms & index numbers • Price Elastic of Demand & income elasticity of Demand • Extrapolation and sales forecasting • 3 point moving averages • Lines of best fit • Positive and negative correlations 	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience

		<ul style="list-style-type: none"> • Intuition & brain storming • The Delphi method 			
<p>Autumn Term 1st Half</p> <p>Teacher 2</p>	<p>Change</p> <p>Risk management</p> <p>Political factors</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Impact of changes in business size / ownership / developments in technology / the market / consumer tastes / legislation / the workforce / the economy • Internal & external causes of change 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none">• Planned and unplanned changes• Effects of changing production methods / updating equipment / developing new products / meeting new legal requirements / retraining the workforce / looking for new markets.• Managing change effectively?• Resistance to change			
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		<ul style="list-style-type: none">• Lewin• Ways to overcome resistance to change• Evaluating change management• The risk of natural disasters / failure of equipment & technology / employee error / supply problems / economic factors / legal challenges / public relations / product failures.• Risk assessment• Ways of dealing with risks –			
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		<p>installing water sprinklers / backing up IT / training employees.</p> <ul style="list-style-type: none">• Insurable and uninsurable risks• Contingency planning and crisis management• Political factors creating a stable framework for businesses to operate in / the government as a purchaser from business• Fiscal Policy• Monetary Policy			
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		<ul style="list-style-type: none"> • Legislation & regulation 			
<p>Autumn Term 2nd Half</p> <p>Teacher 1</p>	<p>Analysing financial performance</p> <p>Analysing non-financial performance</p> <p>Aims and objectives</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Budget variances • The components of a balance sheet • Working capital • Capital employed • Depreciation • Return on capital employed • Current ratio calculated? • Acid test calculated? • Gearing ratio • Window dressing 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<ul style="list-style-type: none"> • Non-financial ways to evaluate the performance of a business • Vision statements • SMART objectives • Mission statements 			
Autumn Term 2 nd Half Teacher 2	Economic factors Social factors Technological factors	<ul style="list-style-type: none"> • To know and understand the following concepts: • Economic Growth • The Business Cycle • Inflation • Exchange rates 	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness Resilience

		<ul style="list-style-type: none"> • Unemployment • Demographic changes – changes in consumer tastes / changes in consumer lifestyles / cultural changes • Social changes • Technological changes – automation / changes in communication technology 			
Spring Term 1 st Half Teacher 1	Strategy and Implement Decision- making models	To know and understand the following concepts: <ul style="list-style-type: none"> • SWOT Analysis • Porter’s Five Forces • Ansoff’s Matrix 	Past Examination Questions	Knowledge Application Analysis Evaluation	Remembering Reasoning Relationships Resourcefulness Reflectiveness Readiness

		<ul style="list-style-type: none"> • Integration – horizontal, forwards vertical & backwards vertical • Organic growth • External growth • Mergers and a takeovers • Franchising • Rationalisation • Relocation • Outsourcing • Strategic, tactical & operational decisions • Decision trees • Critical path analysis 			Resilience
Spring Term 1 st Half Teacher 2	<p>Ethical factors</p> <p>Legal factors</p> <p>Environmental factors</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Ethics - environmental issues / animal 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p>

		<p>rights / treatment of workers, suppliers & customers</p> <ul style="list-style-type: none">• Corporate <p>social</p> <p>responsibility</p> <ul style="list-style-type: none">• Company law / employment law / anti- discrimination law / consumer protection / competition policy / health and safety / data protection / intellectual property rights / minimum wage.• Costs of business activity – air, water & noise pollution / climate change			<p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<p>/ congestion / destruction of the environment / waste disposal.</p> <ul style="list-style-type: none"> • Pressure groups 			
<p>Spring Term 2nd Half</p> <p>Teacher 1</p>	<p>Investment appraisal</p> <p>Special orders</p>	<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Investment appraisal – payback period, average rate of return & net present value • Cost benefit analysis • Contribution per unit & total contribution • Special orders 	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
<p>Spring Term 2nd Half</p> <p>Teacher 2</p>	<p>International trade</p> <p>Globalisation</p>	<p>To know and understand the following concepts:</p>	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p>

	The European Union	<ul style="list-style-type: none"> • Benefits and drawbacks of international trade • Free trade and protectionism (tariffs & quotas) • Trading blocs and single markets • Globalisation & developing markets • Factors that have contributed to globalisation – communication technologies / liberalization of trade / internet / cost of transportation / 		Evaluation	Resourcefulness Reflectiveness Readiness Resilience
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		<p>consumer tastes.</p> <ul style="list-style-type: none"> • Globalisation • Multinational companies • The nature and purpose of the European Union • The impact on the EU of the free movement of goods & services / free movement of labour / free movement of capital / legislation / regulations / common standards • Single European currency 			
Summer Term 1 st Half	Business examination	Business examination	Business examination	Business examination	Business examination
Teacher 1					

Summer Term 1 st Half Teacher 2	Business examination	Business examination	Business examination	Business examination	Business examination
Summer Term 2 nd Half Teacher 1	Business examination	Business examination	Business examination	Business examination	Business examination
Summer Term 2 nd Half Teacher 2	Business examination	Business examination	Business examination	Business examination	Business examination

Curriculum and Skills Mapping Template

Subject : Economics Key Stage: 5 Year: 13

Term	Topic	Objectives	Assessment	Academic Skills	Personal Skills
Autumn Term 1 st Half Teacher 1 Costs, revenues and profits The growth of firms Efficiency Background to market structures		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • The law of diminishing returns • Fixed and variable costs The short run and the long run • Total, average and marginal revenue and costs • Internal and external economies and diseconomies of scale Profit 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>

		<p>maximisation</p> <p>Normal and abnormal profits</p> <ul style="list-style-type: none"> • Integration & mergers • Productive and allocative efficiency • Contestability 			
<p>Autumn Term 1st Half</p> <p>Teacher 2</p> <p>Short run aggregate supply</p> <p>Long run aggregate supply</p> <p>The Phillips curve</p>		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • The SRAS function • The Keynesian and Neo-Classical views on the AS curve • The trade-off between inflation and unemployment • The role of expectations 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
Autumn Term 2 nd Half			Past Examination Questions	Knowledge	Remembering

<p>Teacher 1</p> <p>Business objectives</p> <p>Perfect competition</p> <p>Monopolistic competition</p>		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Maximisation of profit, revenue or market share, survival, social and community objectives • Perfect competition and its underpinning assumptions • Monopolistic competition and its underpinning assumptions 		<p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
<p>Autumn Term 2nd Half</p> <p>Teacher 2</p> <p>Economic growth</p> <p>Unemployment</p>		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Gross domestic product Actual and potential growth 	<p>Past Examination Questions</p>	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p>

<p>Inflation and deflation</p> <p>The balance of payments</p>		<ul style="list-style-type: none"> • Recession • Benefits and drawbacks of economic growth • Measurement of unemployment • The costs of unemployment • The causes of unemployment • Solutions to unemployment • How inflation is calculated • The major measures of inflation • Demand-pull and cost-push inflation • The quantity theory of money • The consequences of inflation • Solutions to inflation 			<p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
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		<ul style="list-style-type: none"> • The balance of payments current account • Deficit and surplus • The terms of trade • The consequences of a current account deficit/surplus • Possible approaches to dealing with a sustained current account deficit 			
<p>Spring Term 1st Half</p> <p>Teacher 1</p> <p>Monopoly</p> <p>Oligopoly</p> <p>Competition policy</p>		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • Monopoly and its underpinning assumptions • Costs and benefits of monopoly 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p>

		<ul style="list-style-type: none"> • Price discrimination • Oligopolistic markets and interdependence • Non-price competition • Collusion • Costs and benefits of oligopoly • Game theory • The role of competition authorities and regulators 			Resilience
<p>Spring Term 1st Half</p> <p>Teacher 2</p> <p>Fiscal policy</p> <p>Monetary policy</p> <p>Exchange rates</p> <p>Supply Side Policies</p>		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> • The relationship between the budget/fiscal deficit and the national (public sector) debt • Deficits resulting from 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p>

		<p>discretionary and automatic government policy</p> <ul style="list-style-type: none">• Concerns about high levels of public sector debt• The extent to which it is appropriate to tighten fiscal policy during periods of economic downturn• Quantitative easing Direct intervention in the banking system• Changes to monetary policy over time• The financial sector Changes in the structure of the UK economy Asset bubbles			Resilience
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		<ul style="list-style-type: none"> The role and purpose of regulation 			
Spring Term 2 nd Half		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> Privatisation and the effects 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p> <p>Resilience</p>
Teacher 1					
Privatisation					
Spring Term 2 nd Half		<p>To know and understand the following concepts:</p> <ul style="list-style-type: none"> The advantages and disadvantages of international trade The arguments for and against 	Past Examination Questions	<p>Knowledge</p> <p>Application</p> <p>Analysis</p> <p>Evaluation</p>	<p>Remembering</p> <p>Reasoning</p> <p>Relationships</p> <p>Resourcefulness</p> <p>Reflectiveness</p> <p>Readiness</p>
Teacher 2					
International trade					
Economic development					

		<p>protectionist policies</p> <ul style="list-style-type: none">• Key methods of protectionism• The costs and benefits of globalisation• The UK's major export sectors• The advantages and disadvantages of membership of the EU <p>Advantages and disadvantages of the continuous expansion of the EU</p> <ul style="list-style-type: none">• The benefits and drawbacks of membership of the economic and monetary union• Optimal currency areas			Resilience
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		<ul style="list-style-type: none"> • Measures of economic development • Why LEDCs may face difficulties in competing with MEDCs • Obstacles to economic development • Approaches to raising the level of economic development 			
Summer Term 1 st Half Teacher 1	Economics examination	Economics examination	Economics examination	Economics examination	Economics examination
Summer Term 1 st Half Teacher 2	Economics examination	Economics examination	Economics examination	Economics examination	Economics examination
Summer Term 2 nd Half Teacher 1	Economics examination	Economics examination	Economics examination	Economics examination	Economics examination

Summer Term 2 nd Half	Economics examination	Economics examination	Economics examination	Economics examination	Economics examination
Teacher 2					